

## Message Text

UNCLASSIFIED

PAGE 01 TAIPEI 01980 030438Z  
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----082969 030438Z /65

R 030431Z APR 78  
FM AMEMBASSY TAIPEI  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 6932

UNCLAS TAIPEI 01980

FOR ITA/BED/OIM/EA - ROBERT KELLY  
AND ITA/BED/OED/EID/GILPATRICK

E.O. 11652: N/A  
TAGS: BEXP, TW  
SUBJECT: TRADE FACILITATION

1. UNITED EXPORTERS AND CO., LTD., THE TAIWAN BRANCH OF A SWISS TRADING FIRM, HAS BEEN SEEKING TO OBTAIN A BID FROM MR. TOM GARIHAN, INTERNATIONAL SALES, INGERSOLL MILLING MACHINE CO. 707 FULTON AVENUE, ROCKFORD, ILLINOIS 61101 CONCERNING A CENTRAL TRUST OF CHINA TENDER GF4-670176 ON BEHALF OF CLIENT TAIWAN METAL MACHINERY CORPORATION FOR A LARGE PLANOMILLER MACHINE. (THIS F.G.T. REPORTED TO USDOC/OED/OBOD IN SERIAL T0007 TAIPEI 1327 DATED 030378.) UNITED UNDERSTANDS THAT THERE ARE JUST THREE FIRMS CAPABLE OF SUPPLYING THIS ORDER, TWO WEST GERMAN FIRMS, AND INGERSOLL. BECAUSE OF THE PRESENT INTERNATIONAL CURRENCY SITUATION, AND THE ROC GOVERNMENT'S "BUY MORE IN AMERICA" PROGRAM, UNITED BELIEVES THAT INGERSOLL HAS A GOOD CHANCE OF WINNING THE TENDER WORTH ABOUT US DOLS 4 MILLION. TO DATE, EFFORTS BY UNITED'S NEW YORK OFFICE TO OBTAIN TENDER OFFER FROM INGERSOLL HAVE NOT MET WITH SUCCESS. UNITED'S TAIPEI BRANCH IS A LARGE GENERAL TRADING FIRM, WITH OVER 80 EMPLOYEES, AND ANNUAL SALES IN 1977 OF US DOLS 25 MILLION AND CAPITAL OF US DOLS 750,000. IT OFFERS AS A  
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TRADE REFERENCE. J. KENNETH CARSE, INTERNATIONAL DEPARTMENT, BRIDGEPORT/TEXTRON MACHINE TOOLS, BRIDGEPORT, CONN, TEL (203) 367-3651. TO ITS KNOWLEDGE, INGERSOLL DOES NOT HAVE ANOTHER APPOINTED AGENT IN TAIWAN.

2. ACTION REQUESTED: COMMERCE IS REQUESTED TO CONTACT GARIHAN AND ENCOURAGE INGERSOLL TO PARTICIPATE IN THE

TMMC TENDER. UNGER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
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**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014